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From: Piro, Peter (DPH)
Sent: Wednesday, November 18, 2009 3:21 PM
To: Nassif, Julianne (DPH)
Subject: RE: Agilent GCMS / LCMS QqQ quotations

Julie,
The new Agilent sales representative said an LC/MS single quad runs \$175K. He may be able to visit in December so we can start to establish a relationship now that Armand is gone and talk about some of our needs. At some point I'll catch up with Paul to talk about psilocybin testing/sample prep and how he's really using his instrument. We really could use an LC/MS for a lot of different types of drugs/analytical issues and appreciate your effort to put it on the equipment list. Some possible uses could include: GHB/GBL, khat, mushrooms, thermally unstable compounds that give no parent compound spectrum, high molecular weight/non-volatile drugs such as some steroids/antibiotics, and drugs with limited or no molecular ion that offer little mass spectral detail.

From: Nassif, Julianne (DPH)
Sent: Tuesday, November 17, 2009 9:38 AM
To: Piro, Peter (DPH)
Subject: RE: Agilent GCMS / LCMS QqQ quotations

Peter,
Thanks. It is unlikely that we'll have money for an LC/MS or better this year but I do want to get it on the equipment list, so that it isn't forgotten about. I don't need a quote just a ballpark figure. I was guessing between \$ 95-120K.

The quote for the GC/MS seems high? but maybe that's because it doesn't reflect a discount.

From: Piro, Peter (DPH)
Sent: Tuesday, November 17, 2009 9:00 AM
To: Nassif, Julianne (DPH); Salemi, Charles (DPH)
Subject: FW: Agilent GCMS / LCMS QqQ quotations

Hi Julie,
I was hoping to get the triple quad since we could do more with it and not have to worry about pure peaks. However, I wouldn't turn away an LC/MS if we were offered one and it certainly would supplement our GC/MS for drugs that yield limited information or lack a molecular ion.....not to mention it would be a giant baby step for the drug lab. Let me know if you want a quote for the LC/MS. The quote for the triple quad came in at \$275,557 assuming the 5% discount. I just asked for a generic quote to give us a ballpark idea of pricing. The other quote is for another GC/MS which came in at \$93,512.
-Peter

From: damon_duppong@agilent.com [mailto:damon_duppong@agilent.com]
Sent: Monday, November 16, 2009 10:29 AM
To: Piro, Peter (DPH)
Subject: Agilent GCMS / LCMS QqQ quotations

Hello Peter,

I'd like to take a moment and introduce myself. I am the Account Manager for Agilent Technologies in the Boston Area. As Account Manager, I am your point of contact for LC, GC, and MS sales along with any questions and/or concerns you may have.

I was forwarded your request for a GCMS and a LCMS QqQ quotation from Armand Scatena. I've attached both quotations for your review. Usually there is a contract in place that pulls a contractual discount (usually 5%). These quotations, however, did not. Should you get funded, assume a 5% discount off the list prices.

Let me know if I can assist further. If you have any specific DOA methods for QqQ, let me know and I'll see if we have an application note.

Best regards,

Damon

Damon Duppong | Account Manager | ☎ 866-912-7036 | ✉ damon_duppong@agilent.com | 🏢 [Agilent Technologies](#)